



Inmarsat Airtime by KVH Rate Sheet



Great Rates with World-class Customer Service

KVH offers a full range of Inmarsat airtime services. Sign up for *Inmarsat Airtime by KVH* to get the highest quality and most reliable communications services from Inmarsat, the world's leading mobile satellite service provider, while also receiving world-class customer service and great benefits from KVH Industries. With a complete line of Inmarsat-compatible systems and outstanding airtime rates, KVH is the best source for all of your marine communications needs.

- **Great Rates** – Check them out! KVH offers extremely competitive rates on all Inmarsat services with no fixed monthly fees.
- **Velocity™ Acceleration Software** – Access the Internet, e-mail, and company networks even faster with KVH's new Velocity Acceleration Software, which provides a 200-500% increase in data rates for Inmarsat Fleet and mini-M services.*
- **Extended Hardware Warranty for Airtime Customers** – FREE 1-year warranty extension on Inmarsat products that are either manufactured or distributed by KVH, when you select KVH as your Inmarsat airtime provider.**
- **World-class Customer Support** – Questions/problems with your Inmarsat service? A world-class technical support department staffed 24/7 is always there to help!
- **On-line Customer Account Information** – KVH offers on-line viewing of your satellite service account and usage information for the convenience of viewing your billing information on-line wherever you travel!

Inmarsat Fleet Service

Mobile-to-Fixed (Ship-to-Shore) – All prices include landline charges

The Inmarsat Fleet service provides the flexibility and power to meet the varied communications and data requirements of the maritime industry. Designed to meet the growing demand for global voice, data, web browsing, and e-mail service, it also provides voice distress and safety services that meet the latest IMO requirements for the Global Maritime Distress and Safety System (GMDSS) (F77 only). An Inmarsat Fleet F77- or F55-compatible antenna provides users at sea with both pay-by-the-bit Mobile Packet Data Services (MPDS) and mobile, pay-by-the-minute high-speed ISDN service, as well as voice and fax functions. Tracphone® F33 offers voice, MPDS and 9.6 Kbps data and fax services.

All Zones	Voice per Minute (with new system purchase) (F77, F55, F33)	Voice per Minute (F77, F55, F33)	MPDS per Megabit (with new system purchase) (F77, F55, F33)	MPDS per Megabit (F77, F55, F33)	ISDN (64k) per Minute (F77, F55)	ISDN (128k) per Minute (F77)	Data/Fax 9.6 Kbps (F33)	
Peak	\$1.89	\$1.99	\$3.49	\$4.00	\$6.99	\$12.50	\$2.79	
Off-Peak	\$1.59	\$1.79						
Times are based on GMT								
			Ocean Region	Peak	Off-peak	Ocean Region	Peak	Off-peak
			AOR-W	07:01 - 22:59	23:00 - 07:00	IOR	03:01 - 18:59	19:00 - 03:00
			AOR-E	06:01 - 21:59	22:00 - 06:00	POR	03:01 - 18:59	19:00 - 03:00

Inmarsat mini-M Service

Mobile-to-Fixed (Ship-to-Shore) – All prices include landline charges

With more than 100,000 registered users worldwide, Inmarsat mini-M is the world's most popular satellite telephone service. Inmarsat mini-M offers voice, fax, data, and e-mail service with coverage in all the major shipping routes and has consistently proven to be a valuable and cost-effective communications link for mariners around the globe.

All Zones	Voice, Fax, and Data per Minute (service only)	Voice, Fax, and Data per Minute (with new system purchase)
All	\$1.75	\$1.49

* Data rates using Velocity Acceleration may vary based on content being transferred.

** Some restrictions may apply; contact KVH for details.

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Inmarsat-C, mini-C Service

Mobile-to-Fixed (Ship-to-Shore) – All prices include landline charges

Inmarsat-C and mini-C are the ideal and inexpensive solutions for reliable messaging, tracking, and security communications requirements for maritime vessels. Each service requires minimal power and offers e-mail, position reporting/polling, fax, telex short-code addressing, and mobile-to-mobile messaging services. In addition, Inmarsat-C meets IMO GMDSS safety requirements.

Zone	Delivery	1st Address per 256 Bits	2nd Address per 256 Bits
Global	Internet E-mail	\$0.23	No Charge
Zone 1 (N. America, W. Europe, Australia, New Zealand)	Fax/Telex/Data	\$0.26	\$0.05
Zone 2 (E. Europe, CIS)	Fax/Telex/Data	\$0.29	\$0.09
Zone 3 (Asia, Africa, Mideast, Latin America)	Fax/Telex/Data	\$0.35	\$0.14
	Status Request	\$0.20	

Fixed-to-Mobile (Shore-to-Ship) – All prices include landline charges

Service from	Per 256 Bits
Internet E-mail (StratosMail)	\$0.23
2-stage Access	\$0.23
Fax Rekeying Service	\$0.29
SafetyNet	\$0.18
FleetNet	\$0.35
Positive Delivery Notification	\$0.20

Mobile-to-Mobile Messaging – All prices include landline charges

From Inmarsat-C to	1st Address per 256 Bits	2nd Address per 256 Bits
Inmarsat-C	\$0.26	\$0.15
Inmarsat-A	\$0.60	\$0.35
Inmarsat-B	\$0.55	\$0.30

Data Reporting and Polling (Vessel/Vehicle Position Reporting) – All prices include landline charges

Service	Price
Registration fee per vessel	\$30.00
1-8 bytes (1 packet)	\$0.08
9-20 bytes (2 packets)	\$0.15
21-32 bytes (3 packets)	\$0.23
Polling with no text	\$0.36
Polling with text (per 256 bits)	\$0.71

NOTES:

1. All message services are billed in 256-bit increments, including any part thereof.
2. Shore-to-ship fax is a rekeying service.
3. Data reports (position reports):
 - 1 packet = Land mobile position report (latitude, longitude, date, time)
 - 2 packets = Maritime position report (latitude, longitude, date, time, course, speed)
 - 3 packets = Application-specific data reports

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Prepaid Phone Cards

Mobile-to-Fixed (Ship-to-Shore) – All prices include landline charges

Inmarsat's new pay phone and prepaid phone cards are a great way for any vessel owner to provide access to the ship's communications system, without worrying about airtime charges. On fishing, commercial, and deep sea vessels, the pay phone can be conveniently located in a recreation area away from the bridge, allowing crew members to call ashore in privacy.

To make a call using the Inmarsat pay phone, the caller must use a prepaid phone card, available from KVH. These cards are compatible with any Inmarsat airtime service (except Inmarsat A) and are available in \$38 and \$100 denominations.*

Service	Cost per Minute	
	Peak	Off-peak
Inmarsat mini-M	\$2.50	\$1.50
Inmarsat Fleet	\$2.50	\$1.50
Inmarsat B	\$3.50	\$1.50

Times are based on GMT

Ocean Region	Peak	Off-peak	Ocean Region	Peak	Off-peak
AOR-W	07:01 - 22:59	23:00 - 07:00	IOR	03:01 - 18:59	19:00 - 03:00
AOR-E	06:01 - 21:59	22:00 - 06:00	POR	03:01 - 18:59	19:00 - 03:00

* To order Inmarsat prepaid phone cards, please call KVH's Satellite Airtime and Product Activation Department at 1-888-584-4163.

Connect Calling Services

Connect Calling Fixed-to-Mobile (Shore-to-Ship) – All prices include landline charges

Connect services from KVH allow land-based customers to call Inmarsat-equipped vessels as either collect calls (vessel pays) or at their own cost at rates far lower than what the public telephone company typically charges. With Connect Calling, accounting is streamlined so that all calls appear on a single monthly invoice. This approach to calling a vessel is easy to use, which means offices and family can easily reach the vessel without complicated dialing instructions or high service fees.

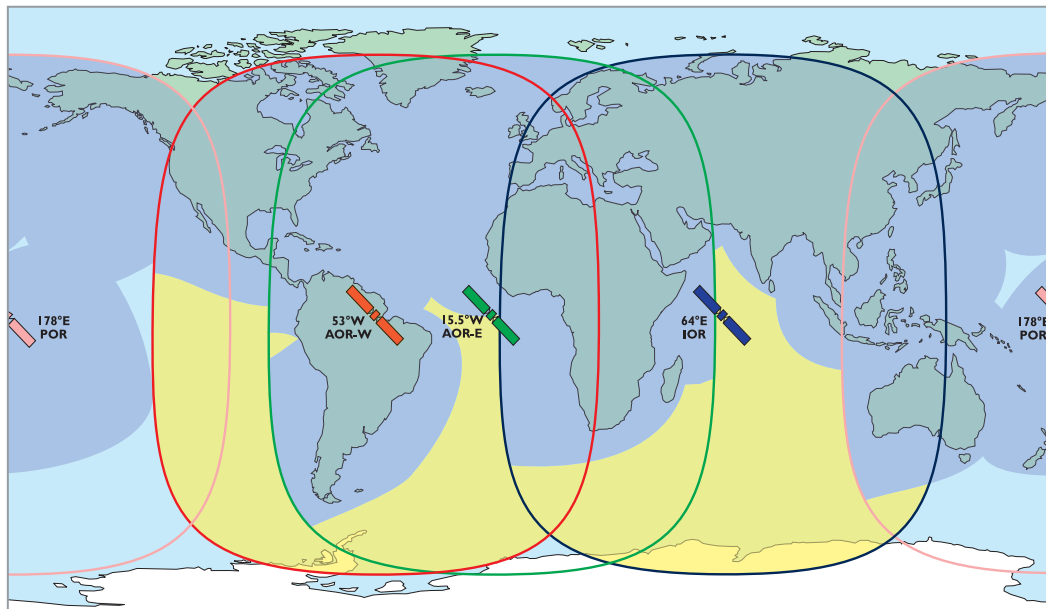
Calls To	Voice per Minute	ISDN (64k) per Minute
Inmarsat B/M	\$3.50	N/A
Inmarsat mini-M	\$2.75	N/A
Inmarsat Fleet	\$3.00	\$7.75

Velocity Acceleration Optimization Software

Access the Internet, e-mail, and company networks even faster, thanks to KVH Industries' Velocity Acceleration Software, which provides a 200-500% increase in data speed for Inmarsat Fleet and mini-M services. Optimized for use over satellite connections and fully compatible with KVH's Tracphone F77/F55/F33 and Tracphone 252 products, Velocity Acceleration is available to any Inmarsat equipment owner who activates their Inmarsat service through the "Inmarsat Airtime by KVH" program. The PC-compatible Velocity Acceleration Software incorporates on-the-fly content compression software that increases the speed and efficiency of e-mail, data transmissions, FTP (File Transfer Protocol), and web browsing. Fees may apply for this optional service.

All rates are based on a minimum 12 month service agreement. KVH reserves the right to change specifications without notice.

Inmarsat Coverage Map & Product Comparison



Globalbeam Coverage

- Pacific Ocean Region
- Atlantic Ocean Region-West
- Atlantic Ocean Region-East
- Indian Ocean Region

Globalbeam Services

- Fleet F77 – voice, fax, MPDS, 64 Kbps ISDN
- Fleet F55, F33 – voice
- Inmarsat B – all services
- Inmarsat C – all services

Spotbeam Services

- Fleet F77 – 128 Kbps ISDN
- Fleet F55 – fax, ISDN, MPDS, 3.1 KHz audio
- Fleet F33 – fax, 9.6 Kbps data, MPDS
- mini-M – all services

Inmarsat-4 Enhanced Coverage Area

- Planned for end of Q2, 2005 (IOR)
- and end of Q4, 2005 (AOR-W)
- All spotbeam services



PRODUCT AWARD RECIPIENT
1998 - 2004

Inmarsat-compatible Satellite Communications Products from KVH

KVH offers a full line of satellite communications products and Inmarsat services for all types of vessels, customer needs, and budgets. To select the KVH product suitable for your requirements, take a look at the chart below.

For more detailed product descriptions, visit www.tracphone.com.

	E-MAIL	VOICE (Kbps)	FAX	DATA RATE (Kbps)	APPROVALS	SERVICE	BILLING METHOD	COVERAGE
KVH TRACPHONE F77	yes ^G	4.8 ^G 64 ^G	Group 3 ^G & G4 ^G	64 ^G 2+3 128-320 ^G 2+3* (up & down) 128 ^S 4 256-640 ^S 4* (up & down)	GMDSS	Inmarsat Fleet	per data bit or per minute used	Globalbeam
KVH TRACPHONE F55	yes ^S	4.8 ^G 64 ^S	Group 3 ^S & Group G4 ^S	64 ^S 2+3 128-320 ^S 2+3* (up & down)	N/A	Inmarsat Fleet	per data bit or per minute used	Globalbeam & Spotbeam
KVH TRACPHONE F33	yes ^S	4.8 ^G	Group 3 ^S	9.6 ^S 1 19.2-48 ^S 1* (up & down) 28 ^S 2 (up) 56-140 ^S 2*(up) 64 ^S 2 (down) 128-320 ^S 2*(down)	N/A	Inmarsat Fleet	per data bit or per minute used	Globalbeam & Spotbeam
KVH TRACPHONE 252	yes ^S	4.8 ^S	Group 3 ^S	2.4 ^S 1 4.8 -> 9.6 ^S 1* (up & down)	N/A	Inmarsat mini-M	per minute used	Spotbeam
THRANE CAPSAT-C	yes	no	via PC	0.6 ^G (up & down)	GMDSS	Inmarsat-C	per data bit used	Globalbeam
KVH ETRAC	yes	no	via PC	0.6 ^G (up & down)	SSAS option	Inmarsat mini-C	per data bit used	Globalbeam

^GGlobalbeam Coverage

^SSpotbeam Coverage

1 Dial-up Data

2 MPDS (shared)

3 ISDN Channel 1

4 ISDN Channel 2

* With Velocity Acceleration Software and Inmarsat Airtime by KVH. Velocity Acceleration Software boosts data rates by 200-500%. Data rates may vary based on content being transferred.

For additional information or to activate an account, call 1-888-584-4163 or visit www.inmarsat-airtime.com